

Tidy,

HB  
-1 Lt Kg  
-1 Lt 100

HB

NORMAN J. DRESTER  
162800

11 Dorol Lt King For 1622  
12 Dorol Lt 100<sup>1/2</sup>

RB  
1244

Marcus Wither  
711150

11 ~~Dorol Lt King~~ For 1626  
11 ~~Dorol Lt 100<sup>1/2</sup>~~

(SM)  
7140

Manchester Tobacco  
10 Dorol Lt King For 1638  
12 Dorol Lt 100

CC DIVISION Managers on Direct Account Letters,  
so they know when product is to arrive and  
quantities.

51860 6192

TO: K.L.Myers  
J.W. Kennedy  
T.A. Ridge

CC: Prehook  
Prehook

Re: Residual Doral BIGF's

As discussed your assistance is requested in selling Residual Doral BIGF product. Attached for your convenience is a listing of Retail Partner Accounts whom are serviced by Direct accounts that will receive Residual Cases. You will be copied on letters sent to stores for all pertinent information.

Utilize the attached listing as a guide to target stores for residual amounts. My suggestion would be to allocate to your Sales Rep based upon case quantities so you don't over sell. There should be enough lead time to pre-sell so when Product hits streets it is moved to Retail.

Should you have any questions, please contact me.

Sincerely

Sh. M. Scott  
or J. Campbell  
S. Colahan

51860 6193